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*FIG. 1*

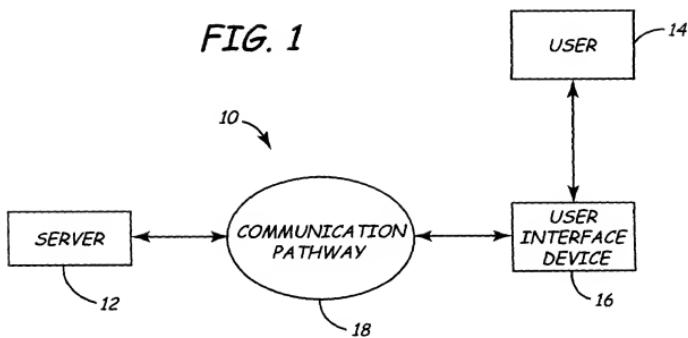
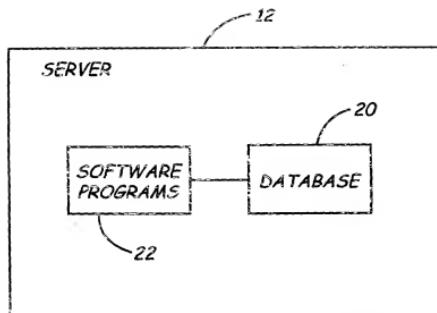


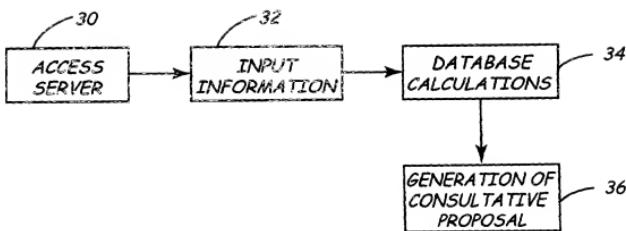
FIG. 2



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*FIG. 3*

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Home Customer Service FAQ Site Help Keyword Search

**BROWSE BY**  
**Business Needs**  
Financial Products  
Business Services

**RESOURCES**  
Financial Tools  
Learning Center  
Online Applications

**REGISTER**  
ABOUT US  
BUSINESS MAGAZINE  
FEEDBACK

**Custom Solutions for Your Business**

Stop > ① ② ③ Let's Get Started

Vehicle Management Savings

Find out how you can reduce your company's vehicle expenses. Answer a few simple questions. We'll create a tailored solution for your fleet.

If you have more than 150 vehicles [Click Here](#).

How do you currently acquire your vehicles? (Check all that apply)

Dealer purchase  Fleet management company  
 Driver reimbursement  Other (please specify) \_\_\_\_\_

What funding sources has your company used to finance recent fleet purchases? (Check all that apply)

Cash  Open-end Operating Lease  
 Loan or Credit Line  Other (please specify) \_\_\_\_\_  
 Closed-end lease (mileage and term limitations)

What resources do you use to dispose of your company's vehicles at replacement? (Check all that apply)

Dealer trade-in  Fleet management company  
 Driver purchase  Other (please specify) \_\_\_\_\_  
 Wholesale/Auction

What types of vehicles do you have in your fleet? (Check all that apply)

[Find Out More](#)

Compact car  SUV  
 Midsize car  Small pickup  
 Fullsize car  Fullsize pickup  
 Luxury car  Van  
 Minivan

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FIG.

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Home Customer Service FAQ Site Help Keyword Search

**BROWSE BY**  
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**Custom Solutions for Your Business**

Stop > **① ② ③** Continue answering questions below **Vehicle Management Savings**

Vehicle Type	How many do you have of each?	How many miles are driven each year?	How often do you replace them?
SUV	42	30,000 Miles	42 Months

Does your company have a program in place to control fuel expenses?  
[Find Out More](#)

Yes  No  
If yes, what program(s) do you use? (Check all that apply)

Cash / Credit card / Driver expense reimbursement  
 Electronic universal fuel card / Oil company card

Does your company have a program in place to control vehicle maintenance expenses?  
[Find Out More](#)

Yes  No  
If yes, what program(s) do you use? (Check all that apply)

Local service station relationship  
 Driver expense reimbursement  
 Comprehensive maintenance management program  
 Other

Who approves maintenance?

Local service station relationship  
 Driver expense reimbursement  
 Comprehensive maintenance management program  
 Other

In order for us to calculate the appropriate lease and tax implications specific to your business, please enter your state **GA**  for your headquarter location.

**< back**

FIG. 5

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**Home** **Customer Service** **FAQ** **Site Help** **Keyword Search**

**BROWSE BY**  
**Business Needs**  
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**Online Applications**  
**REGISTER**  
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**FEEDBACK**

**Custom Solutions for Your Business**

Stop >  Here are your vehicle savings Vehicle Management Savings

Below is a summary of your vehicle management savings based on the information you provided. Click "view full report" to see your complete savings analysis, or click on the expense category to view specific savings recommendations.

Based on your current fleet profile, you could save \$4,728 annually by implementing these customized recommendations.

Expense Category	Recommendation	Potential Annual Net Savings
Vehicle Acquisition	<ul style="list-style-type: none"><li>Buy your vehicles on a Fall/Spring factory.</li><li>Order schedule and save 4%-8% on the capitalized cost of the vehicle</li></ul>	\$320
Financing	<ul style="list-style-type: none"><li>Lease to help improve your cash flow and free up capital to invest in your business.</li><li>Maximize tax advantages by leasing instead of purchasing.</li></ul>	
Maintenance	Use a maintenance management program to: <ul style="list-style-type: none"><li>Control repair costs.</li><li>Access discounts at major vendors.</li></ul>	\$2,294
Fuel	Implement a fuel card program to: <ul style="list-style-type: none"><li>Control card use (you set the parameters).</li><li>Monitor and consolidate expenses on one bill.</li></ul>	\$1,299
Registration	<ul style="list-style-type: none"><li>Outsource the administrative process of registering vehicles.</li><li>Increase the productivity of your staff.</li></ul>	\$336
Vehicle Resale	<ul style="list-style-type: none"><li>Establish a replacement policy to optimize resale returns (based on GE's vast historical database).</li><li>Leverage GE's national wholesale network of auctions and brokers.</li></ul>	\$480
	Potential Annual Net Savings	\$4,728

[apply now](#) [view full report](#) [contact me](#) [< back](#)

These reports are viewed using Adobe Acrobat Reader® v4.0. If you do not have it installed on your PC, please download it now.

[Get Acrobat Reader](#)

These cost savings are estimates and may vary with your particular usage requirements. The information contained in this proposal is made available with the understanding that GE is not providing legal, tax, accounting or financial advice. Consult with your legal, tax, accounting and/or financial advisors if such advice is necessary.

FIG. 6

*FIG. 7*

***Consultative Solution***

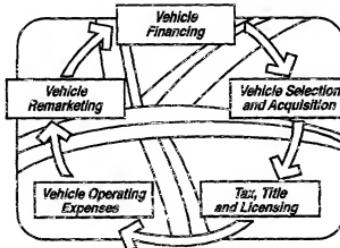
- Your Current Fleet Profile
- GE Recommendations
- Product and Service Information

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## FIG. 8

- Recommendations are based on evaluating the whole vehicle life cycle. They incorporate our vehicle management expertise as a global leader managing over one million vehicles worldwide.
- By utilizing our vast databases of historical vehicle data, we are able to benchmark your current fleet management and to project estimated cost savings.



### Table of Contents

Vehicle Acquisition

Financing

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Maintenance

Fuel

Registration

Vehicle Resale

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*FIG. 9*

**Consultative Solution**

**Your Current Fleet Background**

<u>Vehicle Type</u>	<u># Vehicles</u>	<u>Avg. Miles/Year</u>	<u>Avg. Replacement Cycle (Months)</u>
Fullsize Car	10	25,000	36
Luxury Car	10	25,000	36
SUV	10	25,000	36

<u>Expense Category</u>	<u>Description</u>
Financing	Cash
Maintenance	Maintenance approval: Driver managed
Fuel	No fuel program
Vehicle Acquisition	Dealership purchase Driver reimbursement
Vehicle Resale	Driver Purchase

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## FIG. 10

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### Fleet Operations Recommendations

<u>Expense Category</u>	<u>Recommendations</u>	<u>Potential Annual Net Savings</u>
Vehicle Acquisitions	Buy your vehicles on a Fall/Spring Factory Order schedule and save 4% to 8% on the capitalized cost of the vehicle	\$4,0000
Financing	Lease to help improve your cash flow and free up capital to invest in your business. Maximize tax advantages by leasing versus ownership.	\$35,525
Maintenance	Utilize a Maintenance Management Program to control repair costs and access discounts at major vendors.	\$7,587
Fuel	Implement a fuel card program to control card usage and monitor and consolidate expenses on one bill.	\$7,158
Registration	Outsource the administrative process of registering vehicles. Increase the productivity of your staff.	\$1,948
Vehicle Resale	Establish a replacement policy to optimize resale returns. Leverage GE's national wholesale network of auctions and brokers.	\$6,000
<b>Total Potential Annual Net Savings</b>		<b>\$62,218</b>

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### Assumptions

GE is able on average to buy vehicles for \$400 less than other channels and GE is able to sell vehicles for \$600 more than other channels (based on market conditions, time of year, type of vehicles, etc.)

These cost savings are estimates and may vary with your particular usage requirements. The information contained in this proposal is made available with the understanding that GE is not providing legal, tax, accounting or financial advice. Consult with your legal, tax, accounting and/or financial advisors if such advice is necessary.

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## FIG. 11

### *Your Office @ Fleet*

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*Your Office @ Fleet* is an online application that helps you manage your fleet from your desktop.

#### **Vehicle Ordering**

*Your Office @ Fleet* offers the most comprehensive online vehicle ordering tool in the industry with direct links to manufacturers and access to real-time data. You receive up-to-the-minute modification of manufacturer changes, ensuring each order complies with manufacturer requirements. Access the Vehicle Ordering System's main menu for:

- Vehicle pricing and configuration – Receive immediate information on pricing, availability and options.
- Ordering options – Build an entire vehicle online; access Rapid! Factory Order entry screen for factory orders, replacement orders or duplicate orders; place multiple batch orders online; or generate driver-based paperless ordering.
- Fleet specification – Compare manufacturer makes and models for more informed buying decisions.
- Order status – Check the order status of your vehicles through delivery.

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#### **E-mail: Fleet Reporting**

You will automatically receive reports via email on a monthly basis to help manage your fleet. Your monthly emails will include:

- Invoices and bill details
- Fleet inventory report
- Maintenance and fuel expense summaries
- Over/Under parameter maintenance and fuel exceptions
- Warranty recovery report

#### **View/Update Vehicle**

With this tool for daily fleet management, you can:

- View and/or update real time vehicle information; driver or driver details; recent fuel card transactions; life-to-date maintenance history; and odometer readings
- Add non-leased units to your fleet
- Take a unit off road for services
- Initiate a state or province transfer
- Order new service materials
- Initiate the remarketing of the vehicle and run its fair market value

In addition, customer communications regarding timely fleet industry news to help manage your fleet are provided online within *Your Office @ Fleet*.

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## FIG. 12

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### Vehicle Selection and Acquisition

*Using extensive fleet planning tools, GE analyzes your fleet operation and maximizes cost savings throughout the life of your vehicles. Our Life Cycle Cost Analysis will help you understand the fixed and operating costs of every vehicle so you can make informed, appropriate decisions.*

90

#### Vehicle Specification

- Experienced vehicle selection
- Depreciation rates analysis
- Vehicle options selection
- Purchase timing to minimize depreciation
- Expert up-fitting advice

#### Vehicle Order and Delivery

- Convenient, accurate ordering
- North American dealer network
- Vehicles fitted and road ready
- Up-fit process managed
- All invoices processed (manufacturer/dealer)

#### Online Vehicle Ordering

*Your Office @ Fleet offers the most comprehensive online vehicle-ordering tool in the industry. Access the Vehicle Ordering System's main menu for:*

- Vehicle pricing and configuration information – Receive immediate feedback on pricing, availability and options
- Ordering options – Build an entire vehicle online: access Rapid Factory Order entry screen for factory orders, replacement orders or duplicate orders; place multiple batch orders online; or generate driver-based paperless ordering.
- Fleet specification – Compare manufacturer makes and models for more informed buying decisions.
- Order status – Check the order status of your vehicle through delivery.

#### Vehicle Title & License and Tax Administration

- Up-to-date tax administration
- Reporting and payment of taxes on your behalf

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## FIG. 13

### Open-End Lease

*Smart managers now understand that with vehicles what matters to a business is use, not ownership. That's why leasing company vehicles makes so much sense.*

*GE offers an open end lease with a Terminal Rental Adjustment Clause — a TRAC Lease — for company vehicles. A TRAC Lease lets you choose and use the vehicles you want. A TRAC Lease helps you preserve working capital and decrease costs associated with your company vehicles -- and add profit to your bottom line.*

#### Smart Asset Management

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There are many benefits to leasing your company vehicles:

- Lower monthly payments
- No capital is required as down payment, so you have more capital for business investments
- Competitive payments and interest rates make vehicle funding economical
- Level or step-down payment structures give you more flexibility
- Flexible terms allow you to better manage cash flows
- Flexibility to change vehicles (after 12 months) as your needs change
- Tax advantages of leasing versus ownership

#### Outsource Administrative Tasks

From providing you with monthly billing to handling registration renewal notices, we provide service and convenience through:

- Consolidated billing
- RapidTag™ - a vehicle registration and re-licensing program that saves you time and money
- National Account Program — offers negotiated discounts on the purchase of vehicle products and services nationwide
- Consultation and use of our vast database to assist you in selecting the best make and model vehicle for your business application
- Configuration and coordination of all up-fitting of vehicles as required
- Vehicles are titled and ready to be driven
- GE's expertise delivers higher value
- GE offers a variety of service programs designed to provide expert, low-cost, and convenient assistance in all aspects of fleet management

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**FIG. 14**

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**Lease vs. Corporate Ownership**

**Estimated Savings Calculations**

Vehicle Type	Number of Vehicles	Purchase Cost/Lease Cap Cost	Estimated Net Sales Price	Avg. Replacement Cycle (Months)	NPV for Own	NPV for Lease	Lease Benefit	Annual Benefits
Fullsize Car	10	\$25,575	\$9,500	36	\$16,245	\$12,928	\$3,317	\$1,106
Luxury Car	10	\$33,642	\$13,500	36	\$20,924	\$16,492	\$4,433	\$1,478
SUV	10	\$27,493	\$11,500	36	\$16,154	\$13,246	\$2,907	\$969

**Potential Annual Net Savings**

**\$35,525**

These cost savings are estimates and may vary with your particular usage requirements.

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## FIG. 15

### Maintenance Management

*The Maintenance Management Program provides around-the-clock and "before the fact" control of vehicle repairs, resulting in lower overall maintenance cost and greater convenience for you and your drivers.*

#### Maintenance Coverage

Our Maintenance Management Program offers your drivers the convenience of a large National Account and Independent Vendor Network. From tires to preventive maintenance to emergency roadside assistance, GE has you covered at every mile with a network of high-quality vendors across North America.

#### Comprehensive Support, 24 Hours a Day

When drivers need repairs or maintenance, they simply present their Driver's Guide to the National Account vendor. If the amount exceeds the authorization limit, the vendor calls our toll-free 24-hour Vehicle Maintenance Control Center. A GE Technical Advisor will then:

- Access vehicle history
- Review required maintenance with the service mechanic
- Check for recurring problems
- Search for warranty or post-warranty coverage
- Negotiate and validate price
- Authorize appropriate repairs

90

#### Proven Cost Savings

Our Maintenance Management program saves customers millions of dollars each year, averaging more than \$8 of documented savings per vehicle per month. We achieve these savings by:

- Providing our negotiated pricing at National Account Vendors for routine maintenance
- Preventing unnecessary and repetitive repairs
- Negotiating competitive prices on parts and repair
- Recovering post-warranty costs
- Arranging convenient short-term rentals
- Offering total customer support 24 hours a day, seven days a week

#### Consolidated Billing and Detailed Expense Reporting

We consolidated all maintenance invoices into one monthly bill for your entire fleet, saving you the cost of verifying, processing and paying multiple vendor invoices. In addition, our Management Reporting Package will track and analyze:

- Fixed and variable operating costs for each vehicle
- Exceptions on any vehicle or driver that exceeds your pre-set parameters
- Preventive maintenance overdue by vehicle

You can also access this information via our web reporting tool at *Your Office & Fleet*.

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## FIG. 16

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### Maintenance Management Cost Benefit Analysis

*This analysis is intended to demonstrate the savings potential of the GE Maintenance Management Program.*

#### Assumptions

<u>Vehicle Type</u>	<u>Number of Vehicles</u>	<u>Annual Miles Per Vehicle</u>	<u>Total Annual Miles Driven</u>	<u>Average Replacement Mileage</u>	<u>Average Replacement Cycle (Months)</u>
Fullsize Car	10	25,000	250,000	74,000	36
Luxury Car	10	25,000	250,000	74,000	36
SUV	10	25,000	250,000	74,000	36

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*FIG. 17*

**Maintenance Management Cost Benefit Analysis**

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**Estimated National Account Costs and Savings (Per Vehicle Type)**

<u>Vehicle Type</u>	<u>Cost Per Month (Current)</u>	<u>Cost Per Month (With GE)</u>	<u>Optimal Savings Per Month</u>	<u>National Account Utilization</u>	<u>Savings Per Month</u>
Fullsize Car	\$27.29	\$21.25	\$240.33	\$158.33	\$175.33
Luxury Car	\$27.70	\$21.66	\$242.42	\$160.42	\$177.42
SUV	\$61.45	\$48.12	\$344.50	\$262.50	\$279.50

**Estimated Savings Calculations**

<u>Potential Savings</u>	<u>Savings Per Month Per Vehicle</u>	<u>Total Savings Per Month</u>	<u>Total Savings Per Year</u>	<u>Total Savings Per Cycle</u>
National Account	\$19.00	\$581.00	\$6,975.00	\$20,925.00
Cost Avoidance	\$7.00	\$210.00	\$2,520.00	\$7,560.00
Post Warranty	\$1.00	\$36.00	\$432.00	\$1,296.00
<b>Total Potential Savings</b>	<b>\$28.00</b>	<b>\$827.00</b>	<b>\$9,927.00</b>	<b>\$29,781.00</b>
Services Fee	\$6.00	\$195.00	\$2,340.00	\$7,020.00
	\$21.00	\$632.00	\$7,587.00	\$22,761.00
<b>Potential Annual Net Savings</b>				<b>\$7,587.00</b>

These cost savings are estimates and may vary depending on your particular usage.

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FIG. 18

Maintenance Management – Sample Report

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ABC Quality Company  
 009999-01-01  
 APR 1997 PER DO 04

VER. 1

Report Analysis	Current Period	YTD	Last 12 months	Fuel Analysis	Total Galons	MPG	Cost
PERSONAL MILES	55,998	222,215	652,824	CURR. PERI.	55,130	21.06	1,775
BUSINESS MILES	998,859	3,558,974	9,400,303	YTD	177,086	21.35	1,276
TOTAL MILES	1,055,857	3,781,182	10,053,127	LAST 12 MO	459,219	21.39	1,277
% TOTAL PERSONAL MILES	5.40%	5.88%	6.49%	# Active vch.			
Avg MI. PER MONTH PER VEHICLE	2,237	2,036	1,967	Inventory stc.			
SOLICS INCLUDED				CURR. PERI.	472	33,318	19,18,358 11,801
MI. MAY BE EXTRA POLEATED				YTD	495	35,186	20,18,370 11,521
				LAST 12 MO	554	39,111	22,18,153 10,927

Expenses Analysis	Total			Per Mile			Per Mnt-Per Vehicle		
	Current Period	YTD	Last 12 months	Current Period	YTD	Last 12 months	Current Period	YTD	Last 12 months
<b>VARIABLE EXPENSES</b>									
PERSONAL MILES	2,510	11,029	25,069	.0224	.0029	.0029	5.32	5.94	5.69
TIRES	3,403	13,712	44,561	.0032	.0036	.0044	7.21	7.38	8.72
MACHINERY SERVICER									
DOOR ADJUSTMENT	1,122	1,482	4,120	.0011	.0004	.0005	2.26	.89	.93
BRAKE	2,234	5,875	15,174	.0021	.0016	.0016	5.69	3.16	3.21
STEERING	29	195	1,180	.0001	.0002	.0002	0.06	0.11	0.31
SUSPENSION	1.88	267	1,170	.0002	.0001	.0001	0.40	0.14	0.23
TRANSMISSION	1.6	1,762	5,955	.0004	.0006	.0006	2.77	0.96	1.17
CHASSIS SYSTEM	14	238	1,000	.0001	.0001	.0001	0.00	0.00	0.00
COOLING SYSTEM	172	2,118	11,141	.0002	.0006	.0005	1.36	1.14	1.05
EXHAUST	99	2,136	9,213						
DRIVINES	432	7,327	16,561	.0004	.0019	.0010	0.92	3.95	2.01
AIR COND/VENT	230	1,227	5,553	.0002	.0003	.0006	0.49	0.66	1.18
ALIGNMENT	196	713	2,993	.0002	.0002	.0003	0.42	0.38	0.66
OTHER VEH. SVCS	4,234	16,878	57,205	.0040	.0045	.0057	8.97	9.09	11.19
TOTAL LESS FUEL	12,624	55,658	180,452	.0120	.0158	.0186	26.75	32.23	35.32
FUEL	62,513	223,351	582,715	.0592	.0591	.0586	132.44	120.27	114.03
TOTAL VARIABLE EXPENSE	75,137	263,209	763,197	.0712	.0749	.0759	159.19	152.51	149.36
<b>ADMINISTRATIVE EXP</b>									
DEPRECATION	142,634	567,559	1,535,498	.1551	.1503	.1528	302.19	305.65	300.53
INTEREST	39,465	117,904	311,531	.0279	.0312	.0310	62.43	63.49	60.97
MANAGEMENT FEES	4,072	16,225	39,914	.0296	.0043	.0049	8.53	8.74	7.81
LICENSE & TAGS	23,456	79,687	211,329	.0222	.0211	.0210	49.59	42.91	41.32
INSURANCE	136,667	706,666	2,439,994	.1394	.1859	.2427	289.55	380.54	477.49
SERVICE FEES	6,848	27,008	75,234	.0058	.0075	.0075	14.82	14.16	14.30
ADVIS & REGULATORY FEES	19	385	1,208	.0001	.0001	.0001	0.39	0.31	
NET ADJUSTMENT ON SALES	7,392	1,649	4,626	.0076	.0024	.0005	16.93	16.80	
TOTAL ADMIN EXPENSES	335,239	1,514,225	4,619,726	.3175	.4405	.4595	710.25	810.25	
OTHER EXPENSES									
ACCOMODATION & MEALS	4,634	26,427	107,943	.0044	.0075	.0107	9.82		
ACCOMODATION & TRAVEL	2,189	7,412	31,649	.0021	.0020	.0031	4.63		
INCIDENTAL EXPENSES									
PARKING & STORAGE									
CAR WASH	1,196	4,802	15,423	.0011	.0013	.0015	2.33		
TOILET									
OTHER INCIDENTAL	123	783	3,192	.0001	.0002	.0003	0.49		
MECHANICAL RENTAL	1,266	9,042	23,665	.0012	.0024	.0024	2.19		
TOTAL OTHER EXPENSES	5,029	35,643	118,473	.0048	.0094	.0118	2.05		
PERSONAL USE CREDIT	190,515	762,545	2,287,874	.1804	.2017	.2276	402.75		
TOTAL NET EXPENSE	224,850	1,070,530	3,213,522	.2130	.2832	.3177	212.46		

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## FIG. 19

### GE Electronic Fuel Card

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*The GE Electronic Fuel Card Program provides you and your drivers with a convenient credit card for purchasing fuel and monitoring usage. From cars to heavy-duty trucks, the Electronic Fuel Card fits the needs of any type of fleet.*

#### Nationwide Coverage

The GE Electronic Fuel Card is accepted at more than 130,000 fuel locations nationwide, including:

- More than 28,000 diesel fuel sites, with 14,500 offering tractor-trailer accessibility
- 3,400 truck stops with tractor-trailer accessibility, overnight parking and convenience stores

#### Convenience

- Multiple fuel types (unleaded, diesel, propane, alternative fuels, etc.)
- Point-of-sale transactions
- 24-hour driver support
- Odometer readings are captured and integrated with GE maintenance program data

#### Security

Driver Personal Identification Numbers (PINs) protect the card from fraud and misuse.

- PIN identifies purchases by driver
- Card may be terminated quickly and easily
- Transaction limitations reduce potential risk
- Effective in "pool" vehicle and contract job applications

#### Control

Extensive detail is captured on each purchase, giving you immediate control of your fleet expenses.

- Exception parameters are tailored to customer requirements
- Exception reports highlight vehicles operating outside your fleet parameters
- Transaction reports specify fuel type, fuel site, odometer reading, miles per gallon, cost per gallon, non-fuel transactions, etc., by vehicle
- Transactions are consolidated into one monthly bill

In addition, you can access updated fuel records via our web reporting tool at *Your Office @ Fleet*. The web tool makes it easy to:

- Request and cancel cards
- View fuel transaction and exception details
- Update vehicle and driver information

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## FIG. 20

### Fuel Policy Cost Benefit Projection Analysis

*The most effective way to quantify the savings from the GE Electronic Fuel Management Program is to itemize the various additional fuel expenses your fleet may be experiencing. The following analysis quantifies where a fleet could realize savings based on historical experience within the fleet industry.*

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#### Assumptions

Vehicle Types	Number of Vehicles	Annual Miles per Vehicle	Miles Per Gallon	Gallons Per Fill	Price Per Gallon	Annual Fuel Cost
Fulsize Car	10	25,000	18.3	15.2	\$1.55	\$21,174.86
Luxury Car	10	25,000	17.20	14.80	\$1.55	\$22,529.07
SUV	10	25,000	13.60	19.20	\$1.55	\$28,492.64

Total Number of Vehicles 30  
Dollar Differential on Premium Fuel \$0.18  
Annual Gallons Purchased 46,578

**Total Annual Fuel Costs** \$72,196.58

#### Current Avg. Cost

Control Item  
Unauthorized Fuel Purchases 3%  
Unnecessary Premium Purchases 20%  
"Other" Items (lunch, soda, etc.) 5%  
Internal Receipt Process (per receipt) \$0.15

#### Item Cost Per Year

(total annual fuel cost X unauthorized fuel) \$2,165.90  
(gallons X unnec. prem. X \$ diff. prem.) \$1,676.82  
(total annual fuel costs X other items) \$3,609.83  
(# of vehicles X fill-ups X int. rec. processing) \$425.74

Potential Total Savings \$7,878.29  
Service Fee \$720.00

**Potential Annual Net Savings** \$7,158

These cost savings are estimates and may vary depending on your particular usage.

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*FIG. 21*

**Electronic Fuel Card**

U.S. GE and Wright Express Partners

90

- Admiral
- Amoco
- Ashland
- AT Williams
- Best (MA)
- BP
- Capital City
- Cenex
- Circle K
- Citgo
- Clark
- Coastal
- Conoco
- Crown
- Diamond
- Erickson
- Exxon
- EZ Serve
- Fina
- Giant
- Gas City
- Gentle
- Geity
- Gulf
- Hess
- Holiday
- Imperial
- Jr. Foods
- Kehyon
- Kerr-McGee
- Kwik Trip
- Krause
- Mapco
- Marathon
- MFA Oil
- Mini Mart
- Mobil
- MVP
- NCS
- (Stop'n Go-TX)
- PetroSouth
- Phillips 66
- Quik
- Seaco
- Sheetz
- Shell
- Simonson's (ND)
- Sinclair\*
- Sun
- Sunoco
- Super America
- Superpumper
- SuperQuik
- Taylor Oil
- Tesoro (AK)
- Texaco
- Total
- Trade Oil
- United
- Unocal
- Uno-Ven\*

\* Electronic roll out in process – Check with Station Attendant.

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FIG. 22

Electronic Fuel Card – Sample Report

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GE Capital  
Fleet Services

5555  
GROUP A

Summarize  
by fuel type  
and exception

ABC ENTERPRISES, INC.  
GROUP A

LEVEL 4  
LEVEL 5  
LEVEL 6

ELECTRONIC FUEL CARD  
SUMMARY REPORT

INVOICE DATE: 01/01/99  
PAGE: 201

FUEL TYPE SUMMARY

	FUEL TRANSACTIONS NUMBER	FUEL TRANSACTIONS % OF TOTAL	FUEL DOLLARS TOTAL	FUEL DOLLARS % OF TOTAL	FUEL GALLONS NUMBER	FUEL GALLONS % OF TOTAL
DSL	2	3.77%	32.19	3.47%	29.81	3.44%
SUP	14	26.42%	278.15	29.37%	241.87	27.29%
UN+	6	16.86%	162.52	17.51%	149.10	16.81%
UNL	28	52.83%	455.27	49.09%	466.34	52.57%
	58	100.00%	929.13	%100.00%	887.12	100.00%

EXCEPTION SUMMARY

	FUEL TRANSACTIONS NUMBER	FUEL TRANSACTIONS % OF TOTAL	FUEL DOLLARS TOTAL	FUEL DOLLARS % OF TOTAL	FUEL GALLONS NUMBER	FUEL GALLONS % OF TOTAL
C COST PER TRANSACTION	0	0.00%	0.00	0.00%	0.00	0.00%
D MULTIPLE PER DAY	6	12.00%	24.84	3.45%	25.84	3.81%
F FUEL TYPE	25	50.00%	454.41	63.02%	420.78	62.04%
G QUANTITY PER TRANSACTION*	0	0.00%	0.00	0.00%	0.00	0.00%
H METER HOURS	3	0.00%	50.52	5.46%	53.35	4.51%
L EXCEED MIN LIMITS*	0	0.00%	0.00	0.00%	0.00	0.00%
M MPG RANGE	11	22.00%	126.00	17.47%	123.92	18.27%
P PRICE PER GALLON*	0	0.00%	0.00	0.00%	0.00	0.00%
S STATE*	0	0.00%	0.00	0.00%	0.00	0.00%
W WEEKEND	5	10.00%	76.25	10.58%	74.36	10.99%

\* Denotes future exception possibility

TOTAL TRANSACTION PROCESSED 67

AVERAGE COST PER GALLON \$1,063.00

Total # of exception transactions plus all transactions within parameters

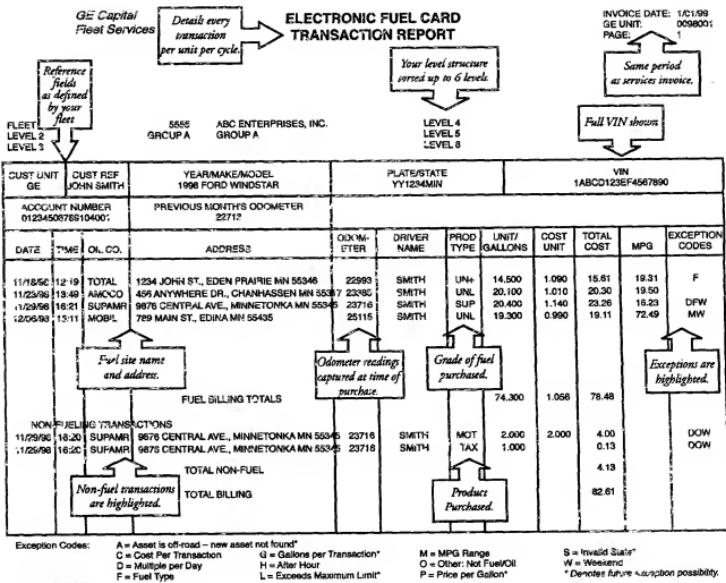
Summary of transactions outside established parameters

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FIG. 23

Electronic Fuel Card – Sample Report

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FIG. 24

Electronic Fuel Card – Sample Report

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GE Capital Fleet Services		ELECTRONIC FUEL CARD TRANSACTION REPORT										Page: 101	
FLEET LEVEL 2	5555 GROUP A	ABC ENTERPRISES, INC. GROUP A		PIN # entered at fuel site identifies driver: LEVEL 5 LEVEL 6		Your level structure sorted up to 6 levels.		INVOICE DATE: 01/01/99					
DATE	TIME	ORIGIN	ADDRESS	ODOM- ETER	DRIVER NAME	PROD TYPE	UNIT/ GALLONS	COST UNIT	TOTAL COST	MPG	EXCEPT CODES		
11/05/98 12:19		TOTAL	GE UNIT: 009001 CLIENT UNIT: JOHN SMITH 1234 JOHN ST., EDEN PRARIE MN 55346 ON ROAD: 81587 ISSUED 8/2/97	22093	SMITH	UN- SUP	14,500	1,000	15,51	19.31	F		
11/29/98 16:20		SUP/AMR	9876 CENTRAL AVE., MINNETONKA MN 55343	22718	SMITH	20,40	1,140	22,28					
11/29/98 16:20		SUP/AMR	9876 CENTRAL AVE., MINNETONKA MN 55343	23716	SMITH	2,000	2,000	4,00					
11/29/98 16:20		SUP/AMR	9876 CENTRAL AVE., MINNETONKA MN 55343	23716	SMITH	TAX	1,000		0.13				
12/06/98 17:11		MOBIL	789 MAIN ST., EDINA MN 55345	25115	SMITH	UNL	19,300	0.990	19.11				
Exceptions are highlighted.													
11/05/98 12:19		AM/CO	GE UNIT: 009001 CLIENT UNIT: POOL UNIT 1998 FORD TAURUS	8665	Grade of fuel or product purchased					19.31	DOW		
11/23/98 00:20		MOBIL	456 MAIN STREET, NAVARRE MN 55394	9143	UN+ SUP		12,600	1,050	13,51				
11/23/98 00:20		MOBIL	456 MAIN STREET, NAVARRE MN 55394	9143	H		12,100	1,150	13,92				
12/07/98 11:27		SUP/AMR	987 ANYWHERE DR., CHASKA MN 55318	999999	DOW BROWN JOHNSON DOE		13,500	1,210	14,71				
12/13/98 00:00		TOTAL	1234 ANYSTREET, ORONO MN 55392	10032	UN+ SUP H UN+		15,200	1,090	17,66				
Exceptions are highlighted.													
Fueling site name and address:													
Odometer reading captured at time of purchase:													
Clearly identified exceptions													
Exception Codes:		A = Asset is off-road – new asset not found C = Cost Per Transaction D = Multiple Per Day F = Fuel Type G = Gallons per Transaction H = After Hour L = Exceeds Maximum Limit M = MPG Range O = Other: Not Fuel/Oil P = Price per Gallon S = Invalid State W = Weekend * Denotes future exception possibility.											
Last update 12/16/98													

## FIG. 25

### Rapid Tag™ Program

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*The RapidTag™ Program makes certain that the registration renewal for all your vehicles is properly completed and that the renewal license plates, tags and stickers are distributed on time. RapidTag™ eliminates costly penalties, maximizes driver productivity and gives you more time to manage your core business.*

#### One Comprehensive Package

The RapidTag™ Program is the only guaranteed registration program that keeps your drivers on the road. With RapidTag™, re-licensing and re-registration for your entire fleet is handled properly and on time in all 50 states and 12 provinces in Canada. GE will complete all necessary administrative work for you, including:

- Tracking all renewal and re-registration dates for plates, tags or stickers
- Monitoring changes in state/province and county filing regulations
- Settling variances
- Paying correct fees
- Sending tags and plates directly to your designated drivers

#### One Convenient System

The RapidTag™ system works in four stages, keeping you well informed at every step.

- 90 days before due date: You will receive a renewal list of all your vehicles with any expiration occurring in the next 90 to 120 days.
- 60 days before due date: Your drivers receive an instruction kit, which details specific information (odometer reading, emissions certificate, state/province inspection, etc.) required for re-registration of their assigned vehicle.
- 45 days before due date: If we have not received the requested information, a reminder letter will be sent to the driver.
- 30 days before due date: GE files with the appropriate state/province, county or city Department of Motor Vehicles Division/Ministry for the new tags or plates for your vehicles and pays all fees. Once the renewals are processed, we send the new tags or plates directly to your drivers prior to the expiration date.

#### Enhanced Productivity

RapidTag™ not only saves you from penalties and tickets resulting from late registration, it helps your operations run more efficiently by:

- Consolidating all re-registration fees into a single, monthly invoice
- Elimination multiple payments to governing agencies
- Reducing driver reimbursement

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FIG. 26

RapidTag™ Cost Benefit Projection Analysis

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*This analysis is intended to demonstrate the savings potential of the GE RapidTag™ license renewal program.*

**Assumptions**

Total Number of Vehicles	30
Vehicles Replaced Per Year	33%
Number of Vehicles Renewed Per Year	20
Value of Driver's Time	\$50/hr.
Avg. Time to Apply for Renewals	2/hr.
Value of Fleet Management's Time	\$65/hr.
Problem Renewals	15%
Fleet Management's Time Per Problem	0.5/hr.
Avg. Fine	\$50
Internal Cost of "Hot" Check	\$25
Percent "Hot" Checks	25%
Avg. Renewal Cost	\$100

**Renewal Cost**

	<u>Current</u>	<u>RapidTag™</u>
Driver's Time	\$2,500	\$0.00
Fleet Management's Time	\$97.00	\$24.00
Fines and Penalties	\$150.00	\$0.00
Issuance of "Hot" Checks	\$125.00	\$0.00
Renewals for 30 Vehicles	\$2,000	\$2,000
Services Fee (\$2.25 Per Unit Per Month)	\$0.00	\$900.00
<b>Total Cost</b>	<b>\$4,872.00</b>	<b>\$2,924</b>

**Potential Annual Net Savings**

**\$1,948**

*\*Assumes fleet administration's time spent on renewals will be reduced to 25% once on RapidTag™ program.*

Savings Per Unit	\$97.00
Savings Percentage	40%

These cost savings are estimates and may vary depending on your particular usage.

## FIG. 27

### Vehicle Resale

300  
↗

*Remarketing Services provides a three-channel approach to selling used vehicles:*

- Wholesale
- Employee Purchase Program
- Company Arranged Offer

These sale channels are designed to maximize your sale proceeds in the shortest time possible.

#### Wholesale

GE picks up the used vehicle and markets it through its national wholesale network of auctions and brokers.

- Full service resale process
- National coverage
- Regional expertise
- Close monitoring of process
- Proven results (net proceeds average 101% Automotive Market Report)  
\*AMR using "Clean Condition" adjusted for miles.

#### Employee Purchase Program

Full service process where GE prices the used vehicle at fair market value based on a predetermined pricing formula, takes employee inquiries about the purchase process, and if the employee's offer is accepted, sends the title and bill of sale to the employee upon sale completion.

- Provides ability to obtain the highest resale proceeds
- GE Wholesale Matrix reflects current market conditions
- No cost to lessee

#### Company Arranged Offer

This customer-driven method gives you greater flexibility in the resale process.

- Lessee proposes a buyer for the vehicle
- GE upon acceptance of the purchaser's offer, completes the sale and sends the title and bill of sale

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## FIG. 28

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### Summary

Thank you for undertaking our Vehicle Management Consultation.

Based on your current fleet profile, you could save

**\$62,218**

by implementing these customized recommendations

with GE.

### To Take Advantage of the These Savings

Contact us in any of the following ways:

1. Call 1-888-335-GESB (4372) to speak with a Specialist (8 a.m. to 6 p.m. EST)
2. Select "Contact Us" on this website: <http://www.gesmallbusiness.com>

After you "Contact Us" a GE Small Business Solutions Specialist will contact you within 3 hours during normal business hours regarding your inquiry.

3. Fill out the on-line credit application and submit it. A GE Small Business Solutions Specialist will contact you within 3 hours during normal business hours

<http://www.gesmallbusiness.com>

This information is made available with the understanding that GE is not providing legal, tax, accounting or financial advice. Consult with your legal, tax, accounting and/or financial advisors if such advice is necessary.

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